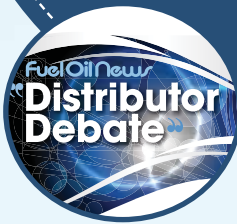


# Fuel Oil News

MARCH 2014

TOP 10 IRISH DISTRIBUTORS  
SMART SOLUTIONS  
AN OIL-FIRED FUTURE  
DISTRIBUTOR DEBATE



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## Rising to the reinvention challenge

It looks like the government has finally got its act together and that the much talked about domestic Renewable Heat Incentive (RHI) is on track for a launch this spring – some four years later than planned.

Speaking to fuel distributors at last month's Fuel Oil News Distributor Debate (see page 4), Paul Stephen, editor of Renewable Energy Installer discussed both the impact RHI will have on the kerosene market, and business opportunities for those who speedily reposition themselves.

"The greatest lesson the energy industry has learnt over the last 100 years is the ability to continuously reinvent itself," said Tony Hayward, former BP chief executive, now CEO of Anglo Turkish exploration and production company, Genel Energy. Tony was interviewed at IP Week's opening conference - *Global energy outlook: future growth scenarios*.

Based on DECC's official estimates, 745,000 renewable heating installations will be in place by 2020. This month DECC will showcase the RHI at Ecobuild in London and the **National Homebuilding & Renovating Show at the NEC**. Road shows are also planned across England, Scotland and Wales.

Also at Ecobuild, Calor will launch a new LPG price promise for specifiers, which guarantees that its LPG will be cheaper than their commercial clients' current oil price. <http://www.calor.co.uk/business/lower-price-guarantee-terms>.

An educational workshop has toured UK schools in January and February. A Certas Energy initiative with Mad Science, it showed how oil is made, the role it plays in everyday life and its importance in the local area. Certas Energy delivers over 6 billion litres of oil and supplies 1,600 retail forecourts.

Retaining its ability to innovate and create opportunity, Tony Hayward said the energy industry must rise to the challenge of keeping energy at a price that's affordable, producing in a way that's sustainable and reaching the one billion people still without access to energy – that's some challenge!



Nolan Oils expands - Mark Nolan and Andy Welch beside a Sodbury Fuels tanker at Chipping Sodbury, near Bristol.

# Fuel Oil News

The monthly magazine for the fuel distribution, storage and marketing industry in the UK and Ireland.

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2014 DATES

BELFAST: REVISED DATE TBC



## A WILD WEDNESDAY AT THE FUEL OIL NEWS DISTRIBUTOR DEBATE

THE LATEST FUEL OIL NEWS DISTRIBUTOR DEBATE TOOK PLACE LAST MONTH ON A DAY NOW REFERRED TO AS WILD WEDNESDAY. AS THE WIND AND RAIN BEGAN TO WHIP UP A STORM, MORE THAN 80 PEOPLE GATHERED AT THE RAMADA HOTEL IN SOLIHULL.

Our first speaker was Andrew Owens (1), co-founder of Greenery in the early 1990s, a company which now supplies over a quarter of all the road fuels in Britain. To better support the country's growing import demand, Greenery has both acquired, and made significant investment in, GB terminals. With the prospect of two thirds of our diesel needing to be imported in the future, Andrew asked the pertinent question Can the UK survive without refineries?

With its Lindsey refinery, Total UK operates one of the UK's 7 remaining refineries. Networking with a rather rain soaked David Hodge (6) of Lancashire-based Ribble Fuel Oils was Total UK commercial sales manager, Dominic Hewitt who found the day 'very interesting.'

Phillips 66 still operates the Humber refinery, Pete George, managing director of the company's UK & Ireland marketing, reported

this Distributor Debate to have been 'very informative'. With Pete George (3) are on his right, Janet Kettlewell of Kettlewell Fuels, one of the more recent distributors to join the Jet branded fold, and Karen McBride and Richard Billington from Certas Energy.

Instructing the audience on the impact of issues in the wider oil world was Mystic Mog the Portland cat. James Spencer's (4) entertaining presentation was much appreciated by the audience and particularly 'thought provoking' for Rod Prowse of Marathon Associates.

Distributors and speakers had travelled far and wide to attend the event, among them Marcus Jones (5) from Anglesey-based TR Jones and Sandra Morris from Chester-based Wirral Fuels, pictured with Ken Taylor, OAMPS.

By 2015 it is possible that oil heating could be eradicated - OFTEC director general, Jeremy Hawksley (2) made a plea for distributors to get behind the Oilsave campaign, a joint initiative

with the FPS. FPS president Mark Nolan (7) of Nolan Oils, seen among many familiar faces, was spurred on by Jeremy's call to fight for oil heating and is actively promoting the campaign in the distributor community.

Julia Mansfield of Fuel Additive Science Technologies provided a highly informative insight into kerosene supply and quality. Taking a look at the impact of the imminent launch of the Renewable Heat Incentive, Paul Stephen, editor of Renewable Energy Installer, explained the challenges and the possibilities for oil heating. Endeavouring to give a business a more competitive edge, Fuelsoft's David Kingsman and Kan'to's, Dimitri Papaioannou discussed the benefits of customer relationship management software and enhanced real time tank telemetry respectively.

To help better prepare for future events, Fuel Oil News welcomes feedback from those who attended to [jane@fueloilnews.co.uk](mailto:jane@fueloilnews.co.uk).



## PDP - Norbert Dentressangle leads the way

The first Petroleum Driver Passports (PDP) have now been awarded to drivers. Barry Boreham of Norbert Dentressangle Tankers was the first successful candidate to register a pass with scheme manager, Scottish Qualifications Authority.

Ann Dawson, Norbert Dentressangle Tankers' managing director said: "Being involved in the PDP scheme from the start, with a strong belief that this will help to deliver improved standards across the industry, I'm particularly delighted that Barry has lead the way by becoming the first - not only of our drivers - but within the transport sector, to be awarded a PDP pass. We are committed to supporting the PDP through our in-house training centre."

"It's great to see the first driver obtaining their passport," added Brian Worrall, independent chair at the Downstream Oil Distribution Forum. "The scheme is now fully open for business and drivers can work to obtain the PDP during 2014." [www.pdpassport.com](http://www.pdpassport.com)



The successful Norbert Dentressangle tanker driver Barry Boreham (2nd from left) with health, safety and training manager, Darragh McGrath (l), driver trainer Dave Daley and Terry Parker, Department for Trade and Industry

## Thames Oilport update

Transforming the existing refinery infrastructure at Thames Oilport into a safe, modern import terminal is proving to be challenging.

"The quality of the existing assets was lower than expected and we have had to replace much more than expected," a spokesperson for Thames Oilport reported recently.

"A significant part of the start-up work is behind us, but a lot of work still has to be done and that will be followed by a period of rigorous testing and preparation that could take some months. We now expect to open after a more extensive upgrade and will do so with the capability of meeting a range of market demands, including gasoline, diesel and bitumen, and with lower maintenance and operating costs."

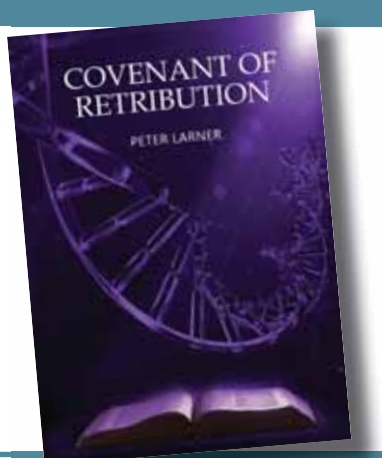
The intention is to 'realise much more of the site's potential' before opening for business. Adjoining former refinery land will become the Thames Enterprise Park with 'a cluster of energy and environmental technology businesses providing skilled jobs and real synergies with Thames Oilport'.

Need  
answers  
about...



## Literary works

Peter Lerner, the recently retired managing director at Suckling Transport, has had a new book published. *Covenant of retribution* is the sequel to Peter's *Covenant of silence*. The two books are now available in a single volume as *The Covenant Chronicles*. Both are available on Amazon in book and Kindle form.



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## Celebrating a 30-year partnership

**W**iltshire-based distributor Kinch Fuel Oils is one of the longest standing Jet branded authorised distributors.

From its facility at Malmesbury, Kinch Fuels distributes fuel to a wide customer base across Wiltshire, with plans to extend its reach into Gloucestershire. The distributor has signed a one-year extension to its supplier contract with Phillips 66 which in turn has entered into an agreement to supply Kinch from Murco's distribution terminal in Westerleigh, near Bristol.

"I'm delighted to celebrate this 30-year milestone," said Roy Kinch, founder and owner of Kinch Fuels. "Over the years, everyone we've worked with at Phillips 66 has been honest and straightforward. They have a genuine interest in our business and consistently go above and beyond what most distributors would expect from their fuel suppliers."

This independent, family-run business has been delivering oil for over 40 years. Roy and Pauline Kinch originally started the business



from a coal yard, selling oil locally to domestic and agricultural customers. Since then, the company has grown considerably and has established a solid reputation for its top quality heating oil, lubricants and road and agricultural fuels. The company prides itself on offering competitive prices, a personal service and efficient and safe deliveries.

Wayne Oakes, territory manager for Phillips 66 in the Midlands, adds: "We value our customer relationships and this is certainly

the case with Kinch Fuels. To maintain such a longstanding supplier arrangement requires commitment to continually improving our offering, delivering on our promises and exceeding rather than meeting our customers' expectations. We look forward to working together throughout 2014 and beyond."

## Doing business in Barcelona

**T**op fuel distributors will be gathering in Barcelona for the next Fuel Distribution Forum which takes place in June.

The organisers report 'a strong list of distributors' has confirmed attendance, with half attending the event for the first time. Among those heading for the Majestic Hotel & Spa in the vibrant city of Barcelona on 11th-12th June are Certas Energy, Corrib Oil, Heltor, Jones Oil, Nicholl Fuel Oils, NWF Group, Reynolds Logistics, Rix Petroleum, Suckling Transport, Tincknell Fuels, Turners (Soham) and WP Group.

This 4th Fuel Distribution Forum, which comes after a two-year break, will once again enable leading fuel distributors from across the UK and Ireland to meet with the top suppliers in the industry for two days of one-to-one

business meetings, conference sessions and networking.

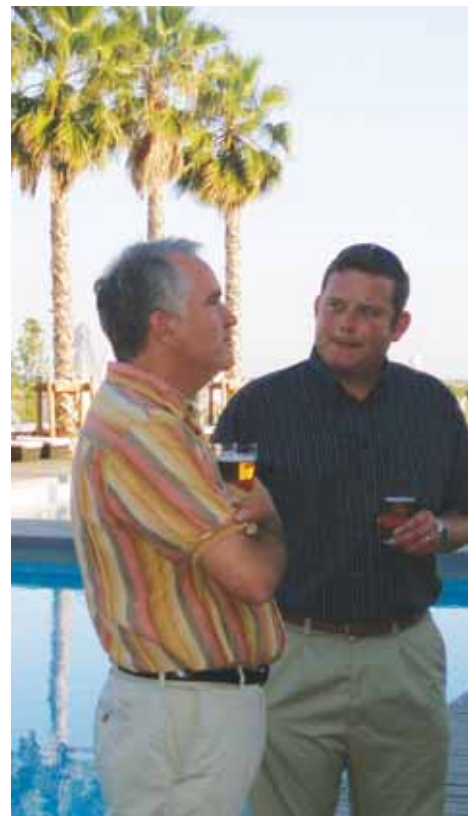
The forum is complimentary to distributor companies with one delegate place available per company. Delegate fees, airport transfers, one night's room & breakfast and all meals are provided by OpenRoom.

Supplier delegates encompass all aspects of the fuel distribution operation including dispensing equipment, storage tanks, tanker manufacturers, fuel management technologies, fuel suppliers, loading equipment, on-board vehicle technology etc.

This year's Forum is backed by both the Federation of Petroleum Suppliers (FPS) and Fuel Oil News whose representatives will also be at the event.

The programme will include a topical opening session with speed meetings which offer delegates a schedule of business meetings individually tailored to each company's preferences. [www.openroomevents.com](http://www.openroomevents.com)

Distributors and suppliers wanting more information should contact [annabel@openroomevents.com](mailto:annabel@openroomevents.com) or call +44 20 8222 8837.



The Fuel Distribution Forum is ideal for networking - John Surtees, Oil Recruitment with Stephen Rhodes, formerly with Mabanaf, now senior vice president automotive, Petrochem Carless in Portugal in 2011





## Surviving in Somerset

**N**ot underwater themselves but faced with delivering to areas now transformed into a vast inland sea is Somerset distributor, Monument Fuels.

Based at Wellington, in the west of the county, Monument may be a relative newcomer to fuel distribution, its tankers have nevertheless already worked through previous floods. Trevor Rolph reports that the flooded eastern side of the county is a fertile customer area for Monument.

"There have been substantial delays getting supplies across to Burrowbridge area. When making deliveries, we have to do it very much on the hoof - we gather the orders together, people understand we have to work round the water and will get to them when we can. When there's a bit of respite we seize the opportunity but the situation can change rapidly.

"Community spirit is high with farmers and neighbours using 4x4s to pick up supplies for some customers from our yard. Regrettably, the potential for looting of such supplies and other valuables is also high.

"Delivery journeys are taking much longer with long circuitous routes necessary over hills and valleys, it can sometimes be difficult to get back, but we're surviving. With our supply agreement up for renewal later this year, if this water stays around we might have to look at supplies by barge rather than artic!"

**Fuel Oil News would be very pleased to hear from other distributors who have been working through this winter's challenging conditions. Email [jane@fueloilnews.co.uk](mailto:jane@fueloilnews.co.uk)**



**transferring  
hazardous  
fluids**

## Caged tank protects kerosene

**W**hen an unlucky customer had fuel stolen twice in one month, Highland Fuels was quick to step in to help.



**Taking no chances - the Stevenson family now have a caged tank!**

The week before Christmas, the Stevenson family of Hunter Hill, Glamis had approximately 800 litres of fuel stolen from their tank in broad daylight, Highland Fuels got a delivery of fuel out to them the next day. To ease their financial burden, extended credit terms were also offered and a warning was posted on Facebook to alert other Highland Fuels' customers to the theft.

Three weeks later when the tank was drained for a second time, Highland was quick to assist once again.

"Unfortunately the family hadn't had chance to put security measures such as a cage and CCTV in place so we gave them the option of ordering 20 litre cubes," said IT manager, Kelly Maclennan. "Five cubes yielded 100 litres of oil ensuring that if the thieves came back the Stevenson's would not lose all of their fuel. We supplied the cubes at a heavily discounted price and waived the usual deposit on each container, as well as giving extended credit terms."



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# “Do you agree with the Northern Ireland Housing Executive (NIHE) that the Province should have more oil buying clubs?”

## Donall O'Connor, Value Oils

“As Northern Irish oil distributors, we are part of a saturated supply market where consistent pressure on margins exists for all but a few high demand months of the year.

Buying groups typically thrive where distributor numbers and supply options are low and where healthy margins are traditionally achieved – Northern Ireland is no longer such a place - even in periods of decent demand, the number of distributors far outstrips demand.

In Northern Ireland many small distributors work off margins which barely cover variable costs for most of the year. A quick check on the Northern Ireland/UK price checker websites will verify that Platts-plus with a pathetic margin of 3ppl is not uncommon on 500 litres. Nowhere else in the UK mainland would such margins be tolerated by any worthy distributor.

Buying groups, propped up with local government and council financial support, are not really a welcome addition to the current melting pot. The NIHE, which has a switch them to gas policy, has deemed fit to select the oil distributor trade for special attention. Where is the government support for gas, electricity, meat, milk and bread buying clubs?

Oil buying clubs will continue to pop up, come and go and remain in existence across Northern Ireland. But, when government and local council funding runs out, the effort will ease for the simple reason that there's not a

decent margin to work with in the first place. In the long term buying groups will lead to more damage in an already fragile and fragmented market. Whilst I do not agree with the NIHE view on more oil buying clubs, there will inevitably be more – batten down the hatches!”

For further comment see the Value Oils blog - [www.valueoils.com/blog/home-heating/heating-oil-buying-groups-2/](http://www.valueoils.com/blog/home-heating/heating-oil-buying-groups-2/)

## Joe Bradley, Bradley Fuels

“I don't understand how any supplier could make any money from oil buying groups. I did it once and it was a waste of time and money. I just about covered my costs but some guy from 30 miles away saw fit to undercut me - never again!!”

## David Blevings, Northern Ireland Oil Federation (NIOF)

“Oil buying clubs have their place - assuming they're set up correctly, members have realistic expectations of savings and delivery addresses are centred around a local village or cluster of homes that offers logistical savings to the distributor.

“We need to be careful that consumers are given the correct information: the leaflet prepared by the NIHE is both supportive and informative. Prior to this guidance document many oil clubs made savings comparisons based on the cost of heating oil supplied in 20 litre drums - which included the cost of the

drum - something in the region of £1 per litre!

“Rather than join a club many consumers are now filling drums they've acquired over the last few years at kerosene pumps at their local petrol station. This is big business in Northern Ireland and is now seen by many oil users as a viable 'budgeting' method.

“NIOF is concerned at the growth of the drum business as there are clear health & safety issues when carrying drums of flammable liquid in cars and, the potential for environmental contamination from drips/spillages. Small oil drums should be for emergency use only.

“While we accept that clubs do have a role to play by offering savings to clients buying small drums, we're convinced that the future for oil consumers is a viable payment plan or Pay as you Go system similar to that for gas and electricity.

“We're not against oil clubs per se, but think consumers should be given the correct information on actual savings. As a responsible industry NIOF members already offer numerous products to assist consumers to budget for their annual fuel requirements.”

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Go to page 11 for more Irish news and comment. Discover the top 10 distributors in Northern Ireland and the Republic of Ireland on page 13.



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# Cold calling

**W**ith more than 200 million Americans in the icy grip of a polar vortex, FON spoke to US fuel distributors Loud Fuel and Porco Energy to find out how they were coping.

## Well seasoned

Working in and around the Cape Cod area of Massachusetts, Loud Fuel's managing director, Kabraul Tasha said that the company was finding it tough: "Cold weather is tough on the fuel in the trucks - trying to keep them running is difficult and, with the ice and snow staying around for longer, driving conditions are slowing down output.

"We were prepared for the last cold spell - I was way ahead on degree days with my autos, so it's a little more comfortable not worrying about autos on the brink of running out. The best thing I have on my side is seasoned people both in the office and out in the field." [www.loudfuel.com](http://www.loudfuel.com)

## Crunch time

Porco Energy, based at Marlboro, New York may not have had the snow that others have experienced, yet demand for product has increased by 10%. Porco Energy, which has 10,000 customers and covers a 40-mile radius from two different locations, delivers kerosene, fuel oil and propane.

"We're normally busy at this time of year but when it gets really cold like this it's crunch time," said owner Joe Porco. "The extreme cold weather has put added pressure on us with increased deliveries and we do need to carry methyl alcohol in case we get frozen on a tank and fuel oil additive to stop gelling. Plus, due to several factors there've also been supply disruptions.

"In the north east our main propane supply is from the Teppco pipeline. Two pipelines start at Mont Belvieu, Texas to Todd Hunter, Ohio, with one continuing to Selkirk, NY from where we get most of our supply. This year Teppco has decided to reverse the flow of one line from Todd Hunter to Texas to export propane and shale gas. This puts an immediate strain on the amount of propane coming north.

"We supplement this with a contract for propane by rail, however, extreme cold out west and in Canada has at times affected pumps, compressors and valves, delaying delivery. Of course, all this supply and demand has increased costs." [www.porcoenergy.com](http://www.porcoenergy.com)

# Talk to the People in the know



WEDNESDAY, JANUARY 9, 2014 • TIMES HERALD RECORD 3\*

**DEEP FREEZE | OUTAGES, CLOSINGS AND FROZEN PIPES**

**Bitter cold means it's crunch time for suppliers**

**BY PAULINE LIU**  
Times Herald Record

**MARLBORO** — Thanks to the extreme cold weather, some local fuel distributors are finding it hard to keep up with demand.

Deliveries of propane, kerosene and fuel oil were up by about 30 percent on Tuesday and repair calls were up by about 10-20 percent, said Joe Porco, owner of Porco Energy Corp in Marlboro.

"Normally we're busy this time of the year anyway, but when it gets cold like this, it's a crunch time," said Porco, whose 60-year-old family business employs a staff of 40.

**Working round the clock**

According to Porco, frozen pipes have kept the 10 service technicians working almost around the clock.

He explained that they can use electric pipe wrap or arc welders that send an electrical charge to get pipes thawed out.

Increased fuel consumption has led some customers to run out, which is keeping his 15 delivery men on the run and on overtime.

Meanwhile, the deep freeze is also having an impact on propane supplies.

**No power, no heat in cold snap**

**Outage hit parts of Ulster**

**BY PAULINE LIU**  
Times Herald Record

**WEST HURLEY** — Josh Goldberg of West Hurley awoke at 2 a.m. on Tuesday to discover that he was

had frozen overnight. "If the pipes aren't working that could affect the sale," said Goldberg. He was far from alone. Nearly 2,000 customers in hamlets

oven and leaving the door open. That's a move that Central Hudson frowns upon.

"There's no an oven or a stove as a source of heat because those appliances give off carbon monoxide which is any odorless, colorless, poisonous gas that

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NEELY MARSA/Photos for the Times Herald Record

The big chill has heating fuel in high demand. Rich King of Porco Energy Corp. of Marlboro fills the tank Tuesday at a home on Washington Avenue in Kingston. Porco owner Joe Porco says, "Normally, we're busy this time of year anyway but when it gets cold like this, it's crunch time."

The deep freeze is making headlines in the US, Marlboro-based Porco Energy is doing its best to keep up with increased demand

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# HOLDING STEADY IN CHALLENGING TIMES

SINCE DRURY OILS WAS SET UP 12 YEARS AGO, THE COMPANY HAS GROWN INTO A STRONGHOLD BUSINESS IN THE ROSCOMMON TOWN OF BALLAGHADERREEN WRITES IRISH CORRESPONDENT AINE FAHERTY.

Its formula is arguably a simple one – an independent, authorised Texaco Oil distributor providing a top of the range oil service along with ancillary products that complement the business perfectly.

## Small beginnings

When owner Adrian Drury started the business in 2002, a skeleton staff operated from a small yard with just two 40 foot storage tanks. Adrian drove the company’s sole delivery truck and took orders out on the road whilst wife Fiona looked after the administration.

As the business grew Adrian employed additional staff and a new depot was built with storage capacity for 110,000 litres of kerosene, 75,000 litres of gas oil, 75,000 litres of derv and two 70,000 underground petrol storage tanks.

## Sales from the forecourt and making deliveries

Today the company operates a pump service for road diesel, petrol and kerosene, which is sold in 20 litre drums. “This is an important arm of the business which has grown over the last few years,” said Adrian. “We also sell solid fuel in the form of coal and briquettes which has proved to be a good addition.” The Drury Oils forecourt does not have a convenience store. “Our location in an industrial park doesn’t have the passing trade to allow for it,” explained Adrian.

The company also sells fully bundled and single skin Platinum Tanks and tank locks - a big seller in recessionary times. “Customers want locks as a deterrent to a would-be thief,” says Adrian. Drury Oils also stocks a range of lubes and engine oils.

Although depot sales are important, the company’s home heating delivery service accounts for most of the business. Over the winter months and at other busy times, Drury Oils operates four delivery trucks – one that Adrian drives, another driven by a full-time operator and two others with seasonal drivers behind the wheel.

“This market is still buoyant, but the commercial side isn’t as big as it once was,” said Adrian. “I pulled away from filling stations

when an increasingly dodgier element began creeping in. I’m holding my own in these challenging times and still have good customers and a strong pool of suppliers.

WE SHOULD ALL BE TALKING TO EACH OTHER, AND WE SHOULD MAKE SURE THAT IF WE’RE OWED A LOT OF MONEY, WE TELL OTHERS ABOUT IT SO THEY DON’T GET THEIR FINGERS BURNED TOO

## Sharing information and not selling yourself short

“I would advise anyone in the distributor market to ensure that they get paid for product. We should all be talking to each other, and we should make sure that if we’re owed a lot of money, we tell others about it so they don’t get their fingers burned too.

“I also think distributors should have a

minimum delivery - one that they can actually make money on, and stick to it,” added Adrian. “For me a drop of €150 is only feasible in the local town - it wouldn’t be worth travelling 10 miles for a drop of that size.

“We’d all love to get the 1,000 litre drops but it isn’t happening at the moment. It’s a price conscious and cut throat industry right now but people should remember that they also need to survive.”

## In the summertime

In the summer months, Drury focuses on a strong agricultural market where it has a number of loyal, local customers, and despite the slowdown in the sector, the company has a select band of hauliers that remain on its books.

Marketing and promotional plans are also put in place - marketing the Drury Oils brand and product both locally and online is never underestimated. “We’ve recently invested in freshening up our website, the revamped site now has a very modern feel and is easily navigable,” explains Adrian.

Having tried to grow the business further in bad times, when conditions are better and the time is right, this amicable businessman wants to steer his business in an upward direction once again.



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## CODAS

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# TOP 10

## FUEL OIL DISTRIBUTORS: IRELAND

### Northern Ireland

Rank	Company	Number of tankers	
		2014	(2013)
1	LCC Oil	64	(45)
2	EMO Oil (NI)	61	(66)
3	D&W Carlisle	30	(33)
4	Kelly Fuels	24	(24)
5	Topaz Energy	17	(15)
6	Thompson Fuels	16	(15)
7	A.H. Fuel Oils	15	(15)
8	Patterson Oils	14	(14)
9	Hylands Fuels	11	(11)
10	JH Irwin & Sons	9	(9)

### Republic of Ireland

Rank	Company	Number of tankers	
		2014	(2013)
1	Topaz	274	(274)
2	East Cork Oil Co	140	(137)
3	TOP Oil	103	(98)
4	Corrib Oil	100	(80)
5	Campus Oil	49	(49)
6	EMO Oil	43	(49)
7	Jones Oil	42	(42)
8	Texoil	40	(59)
9	M&J Kelleher	16	(15)
10	Amber Oil	15	(15)

Fuel Oil News presents the top 10 listings for Northern Ireland and the Republic of Ireland, based on tanker fleet sizes. Figures, which were taken on trust, were provided by the individual companies during the six weeks prior to the publication of this issue.

Fuel Oil News fully respects the decision of a minority of distributors, including Nicholl (Fuel Oils) who chose not to disclose 2013 figures; based on 2010 figures, the company would remain in the top five Northern Ireland listing.

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## RDCO versus ROM 1

WITH TWO DIFFERENT REPORTING SYSTEMS FOR CONTROLLED OILS IN PLACE ACROSS THE ISLAND OF IRELAND, FUEL OIL NEWS ASKED DAVID BLEVINGS, EXECUTIVE DIRECTOR OF THE NORTHERN IRELAND OIL FEDERATION (NIOF) HOW THE SCHEMES DIFFERED AND HOW EFFECTIVE EACH HAS BEEN AGAINST FUELS FRAUD

The Registered Dealers in Controlled Oils Scheme (RDCO) was introduced by government in 2003 in response to the growing problem of smuggled and laundered fuel that afflicted the UK oils market. The problem was severe in Northern Ireland (NI) as the tax gap figures reported by Her Majesty's Revenue and Customs (HMRC) showed that in 2003, a staggering 51% of all diesel sold in NI was non-UK duty paid - this included legal cross border shopping - with a loss to the Treasury of some £210m. This compared to a 9% figure in GB.

RDCO places an onus obligation on the seller of rebated fuels - kerosene and gasoil - to report monthly on sales of these products to (HMRC). Sellers must register and obtain an RDCO licence from HMRC and ensure if re-supplying to another RDCO holder eg. a reseller or other distributor that this customer, in turn, also has a valid RDCO licence in place. The validity of RDCO numbers can be checked on the HMRC website.

Feedback from the local oil trade in the early stages was that compilation of the data was time consuming and distributors felt that not enough action was taken against alleged offenders. Today, most distributors have automated software programmes populating their reports that are sent electronically to HMRC.

### So, has RDCO been a success?

From 2003 to date we have seen a decline in the loss of revenue and the tax gap figure reported by HMRC for 2012 has reduced to 27% or a £160m loss to Treasury. In ten years the tax gap has decreased by £50m but the problem still exists.

There are a number of factors to consider; while the tax gap figures have reduced over the period the price differential between fuel in NI and the Republic of Ireland (ROI) has actually reduced significantly and there is less incentive to cross border shop for fuel. Also, due to tighter restrictions on controlled oils in Northern Ireland, fuel abuse then escalated within ROI with significant quantities of illegal fuel being smuggled into the Northern Ireland market. The problem in the ROI is estimated to cost the Irish Government in excess of €150m annually in lost revenue.

### Legitimate trade benefiting from the introduction of ROM 1

In 2012 the Revenue Commissioners introduced a new marked fuels licensing requirement and following lobbying from the legitimate oil businesses, introduced the Monthly Return of Oil Movements known as ROM 1 - a new requirement for all suppliers of fuel to report (on-line) monthly oil movements to Revenue. This differed from RDCO as both goods in and out had to be recorded and submitted to Revenue. In the RDCO scheme, only sales data is required and many argue that this leaves the system open

to abuse. The ROM 1 scheme has been in place for just over one year and initial reports seem positive. Further legislation has been recently introduced to support the ROM 1 in the form of 'reckless trading provisions' which puts further responsibilities on oil suppliers," added David.

Revenue has not yet released any data on the success of the scheme but Brian Donaldson, chief operating officer for Maxol said: "Since ROM 1's introduction, we're seeing an improvement in diesel sales at the majority of our retail sites across Ireland. It's our view that ROM 1 has had a positive impact in helping the Revenue Commissioners tackle the illegal trade of washed fuels and this has benefited the legitimate trade in 2013."

### The need to update RDCO

David added: "Moving forward, the general consensus from the trade is that RDCO needs to be updated to include stock movements with goods supplied being reported as well as sales, as required by ROM 1. On behalf of its members, NIOF will lobby HMRC to update its system this year, citing the ROM 1 as a positive example as best in class.

"I acknowledge that RDCO has been successful but it could be better and needs an update. If this is done and HMRC and Revenue work together, as they have in the welcome establishment of a new pan-island fuel marker, then this illegal practice will be stamped out once and for all."

## Fancying some diversification...

Although Moira-based Roy Kennedy Fuels has a strong reputation as a busy family fuels business, it is perhaps less well-known for another of its offerings, pigeons.

Pigeons are listed alongside services in oil, coal and gas on the company's website [www.roykennedyfuels.co.uk](http://www.roykennedyfuels.co.uk).



Keeping pigeons has always been a hobby for director, Roy Kennedy but over the last few years he has had to downsize due to pigeon lung - a dust that comes from pigeons which has begun to have an adverse affect on his health. Roy still breeds pigeons with the help of his family and currently has approximately 250 in his care.

On the fuels side, a philosophical Roy told Fuel Oil News: "I've had a quiet winter and I'm still hoping for a good bit of frost to give sales a bit of a push in the right direction. I don't think it's going to be too good a year, but we need to take the good with the bad."

## Will your business be looking to diversify this year?

*Do you expect to see rationalisation in Irish fuel oil distribution? Are you worried about the impact of an independent Scotland on Ireland's fuel supply?*

*Are you hopeful that biokerosene will be included in the Renewable Heat Incentive in Northern Ireland?*

Chat through the issues in Ireland with a member of the Fuel Oil News team, we very much look forward to welcoming our Irish readers to stand C40 at next month's FPS Expo on 9<sup>th</sup> and 10<sup>th</sup> April.

Alternatively, contact our Irish correspondent Aine Faherty at [aie@fueloilnews.co.uk](mailto:aine@fueloilnews.co.uk).

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# SMART SOLUTIONS

KEEN TO FIND OUT MORE ABOUT MHT TECHNOLOGY, THE TERMINAL AUTOMATION AND TANK GAUGING SOLUTIONS SPECIALIST, DEPUTY EDITOR LIZ BOARDMAN TRAVELLED TO THE COMPANY'S BASE IN MELSONBY NEAR RICHMOND TO MEET MANAGING DIRECTOR STEVE SPELMAN AND PRODUCT MANAGER JUDITH BROWN

2014 is a big year for the company as it celebrates 20 years in business. From just five members of staff in 1994, the company has grown almost five fold and now employs 24 people, including Steve who joined the company in June 2013. "MHT has built up a strong team with many loyal and committed staff," said Steve. "There's a huge amount of knowledge and experience here and we're in a strong position to continue the growth of the company."

In September 2013 the company became a wholly owned subsidiary of Endress+Hauser. "It's a win-win situation for us," explained Steve. "Although we have the backing of a large, well known company and access to international markets, we are still MHT. We have retained the brand – the company name and logo remains unchanged and we maintain our independence within the market place when it comes to recommending gauges and instrumentation."

## Scalable software

Having carved a niche as a supplier of tank and inventory management solutions which can interface to field devices from all leading manufacturers, MHT offers a range of software and hardware solutions designed to lower operating costs and improve safety.

One of the company's first products, Visual Tank for Windows (VTW) was launched in 1994 and still remains one of its most popular. "As well as providing real time stock monitoring, the software also increases safety by reducing the need for manual dips," explains Judith. "It enables fuel distributors to optimise deliveries and can also provide leak and theft detection. By working with all the main gauge manufacturers, we're able to provide a complete service."

Launched in 2011, smartTAS terminal automation software is a scalable solution which can communicate directly with a single loading skid at a typical depot or multiple gantries at larger oil terminals. "Not only does smartTAS increase security through controlled loading but it also helps to reduce costs by increasing efficiency and quickly identifying any losses incurred," said Judith. "By

working closely with a number of loading skid manufacturers and suppliers we can offer a complete solution.

"Additionally there's a link between the two software products, so physical stocks displayed in VTW can be compared against the transactional data in smartTAS. This means any losses can be identified and the cause investigated."

"Whilst a typical depot would have smartTAS, VTW and an ATEX approved Field Display, which provides level, temperature and volume data for multiple tanks, our systems are completely scalable and depots may opt to have just one element rather than the full package," added Steve.

## Size doesn't matter

Although MHT's main market is the terminals and storage sector and the company can boast an impressive client portfolio, Steve was keen to stress that it offers products which are suitable for even the smallest depot. "We have products for every market – both big and small – all of which are tailored to meet specific site and customer requirements. The fuel distribution sector is an extremely important market for us and one which we are keen to grow."

Carrs Billington is one of MHT's biggest fuel distribution customers. The company is benefiting from increased efficiency and cost savings following the successful rollout of a programme of depot automation solutions across eight sites (five in England and three in Scotland.)

**"I CAN REMOTELY MONITOR STOCK 24-7 ACROSS ALL OF OUR SITES, EITHER FROM THE OFFICE OR AT HOME. THIS IS PARTICULARLY USEFUL AT OUR UNMANNED SITES, GIVING ME BOTH VISIBILITY AND PEACE OF MIND."**

Robert Young, operations manager for Carrs Billington's five English sites



Keen to grow in the fuel distribution sector, managing director Steve Spelman says MHT has products for everyone right down to the smallest depot

## Added support

In addition to its range of products, site surveys, installation and commissioning are all part of the company's standard service offering and are tailored on a site by site basis, as Judith explained: "We offer a free site survey as part of our pre-sales process where we can demonstrate the system and get a real understanding of the customer's requirements.

"Following installation, our support team provides a selection of maintenance and support packages. These range from remote support whereby we set up a remote login and can be on hand to support customers within office hours, to complete 24/7 support for some of our bigger customers. We have a

Continued on page 18

### Continued from page 17

helpdesk which is manned during office hours and out of hours there is always an engineer on call.”

The company also offers face to face training and e-learning, both of which are proving popular with customers.

### An exciting new development

Ensuring continuity of software systems is an essential requirement for most of MHT’s customers. With this in mind, the company has just launched a redundant solution for its smartTAS software, which enables a vehicle to load without interruption, even if the primary server has a hardware or software failure. In this instance a secondary server would automatically take over in a matter of seconds.

“This gives our customers ultimate piece of mind and eradicates costly downtime,” said Steve. “It also means that routine IT maintenance can be done in office hours – again passing a cost saving onto our customers. With customers throughout the UK and across the world already using our redundancy offering for VTW and LMS (our LNG management system), we’re pleased to complete our portfolio with the new redundancy offering for smartTAS.”



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## Developing import opportunities

**G**reenergy has launched Greenergy Asia DMCC with a new office in Dubai and has appointed Tirath Magdani as chief executive officer.

The new business will enable further development of Greenergy's global supply platform by co-investing in supply partnerships for oil products and biofuel feedstock in Asia, the Middle East and India. It will also facilitate local opportunities for logistical services based around the Greenergy Flexigrid logistical systems and expertise. In the UK, Flexigrid operates a fleet of 100 vehicles and employs 250 drivers to move fuels from terminals to customer sites.

Following the purchase of former refineries on Teesside and at Thames Oilport, a joint venture with Vopak and Shell, Greenergy now has the benefit of deep water product jetties and is able to bring product on large LR1 and LR2 type vessels direct from the Middle East and Asia to the UK market. The new office is part of developing these import opportunities.

Tirath Magdani said: "I am looking forward to introducing Greenergy as a customer and business partner in these very exciting markets and to forging closer trading and supply relationships with Middle Eastern and Asian fuel and feedstock producers."



**Julian Stoll, previously manager of the Phillips 66 Billings Refinery in Montana, now at the helm of the Humber Refinery**

## New man on the Humber

**J**ulian Stoll has taken over the helm at the Phillips 66 Humber Refinery.

Julian commenced his career at the Humber Refinery 23 years ago, and has now returned as refinery manager, replacing Brian Coffman who has elected to retire.

Julian re-joins the refinery after completing a number of assignments in America, the most recent as manager of the Phillips 66 Billings Refinery

He joined the company in 1991 as a chemical/process engineer at the Humber Refinery for Conoco Limited. He spent the next ten years in various positions of increasing responsibility including roles in production, economics planning, and strategy and business development.

He earned his degree in chemical and bio process engineering from the University of Bath, and is relocating back to the area with his wife and two sons.



**CEO at Greenergy Asia - chartered accountant Tirath Magdani joined Greenergy in 2009. As finance director for Greenergy Fuels, he raised a total of \$1.2bn across eight international banks. He previously held senior finance/business development roles at BP**

## Oilsave consumer website gets a new look

AT LAST MONTH'S FUEL OIL NEWS DISTRIBUTOR DEBATE, OFTEC'S DIRECTOR GENERAL JEREMY HAWKSLEY URGED ASSEMBLED DISTRIBUTORS TO JOIN IN THE FIGHT FOR OIL-FIRED HEATING, SEE PAGE 4

Now in a bid to help Great Britain's one million oil-fired households save money and become more fuel efficient, OFTEC and the FPS have launched a new look Oilsave website offering impartial information and advice to help people get the best from their oil heating systems.

Many FPS members and OFTEC registered technicians are already putting their weight behind Oilsave and are actively promoting the site's advice and information which includes:

- ✓ Advice on improving energy efficiency
- ✓ Buying heating oil at the lowest price
- ✓ The benefits of combining oil with renewable heating
- ✓ An easy to understand guide to heating alternatives
- ✓ The Renewable Heat Incentive

A free downloadable guide is available at [www.oilsave.org.uk](http://www.oilsave.org.uk).

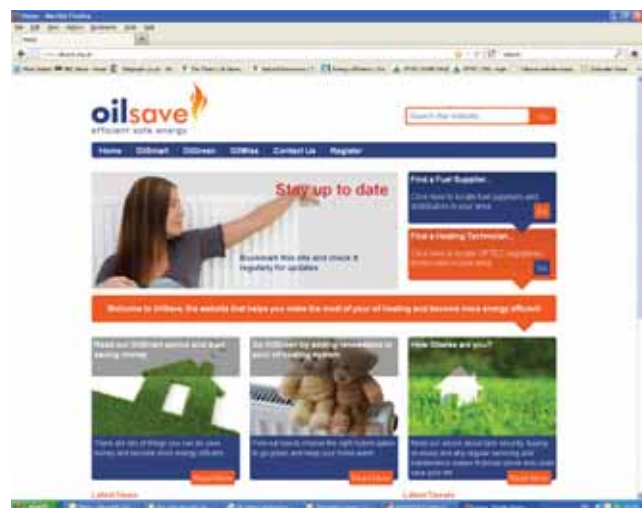
### Taking advantage of lower oil prices

"Oil consumers are enjoying prices 5% lower than 2011 levels," said Mark Askew, FPS chief executive. "This is in contrast to gas and electricity users who have experienced average price rises of 14% and 16.5% respectively over the past three years.

"Oilsave provides all the information oil consumers need to further maximise fuel cost savings including tips on buying fuel, guidelines for buying groups and a list of FPS approved suppliers who follow the FPS Code of Practice," added Mark.

"We want to ensure oil consumers are well-equipped to make the best choices for both their pockets and peace of mind, given rising energy prices and a general pressure on household bills," explained Malcolm Farrow, OFTEC marketing and communications manager.

"Oilsave is a great resource. Trusted as a source of reliable advice and information, our network of OFTEC registered technicians are actively promoting the Oilsave website at grass roots level."



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# Portland market report

## March update

February 7th marked the opening of the Sochi Winter Olympic Games and for the next 2 weeks, the eyes of the world were on a place so absurdly ill-suited to winter sports, that the conclusion had to be “only in Russia”. Average February temperature in this seaside resort on the Black Sea is 12 deg C, whilst the mountain events were held in Krasnaya Polyana (Caucasus Mountains), where average winter temperatures are 5 deg C. This makes it about 1 degree warmer than York, so perhaps an Olympic bid for the Howardian Hills should be considered come 2022...

In Russia, all things come back to oil and the extravagance of the Sochi Games (at \$50bn, expenditure exceeded the cost of all previous Winter Olympics put together) was only possible because of Russia’s huge mineral wealth. The country of course has always been an oil and gas powerhouse (1st, 2nd or 3rd biggest producer in the world depending on which statistics you believe) but it was the breaking up of the Soviet Union that transformed the industry. Suddenly free market export channels opened up and as commodity prices soared, the old-communist guard bathed in the wealth generated by enormous oil and gas exports (currently worth \$1bn per day!). In political terms, Russia’s influence continues unabated and this again is a result of its oil and gas hegemony. Just look at the recent protests in Ukraine, where energy dependence on Russia is ultimately at the core of the every argument. And why would it not be? After all, the Ukraine is a country where average winter temperatures are minus 6 deg C and 70% of heat comes from Russia...

But scratch below the surface and the story of Russian oil and gas is not so rosy. Firstly oil reserves may be staggering in size, but production capacity lags way behind – not surprising in a country where historical corruption, soviet era-technology and state bullying of western companies has been the order of the day. We should not be surprised then, that oil production in 2010 (over 13m barrels per day) has dropped by an incredible 30% over the last 3 years, to the current level

of 10m barrels per day. In this sense, the Russian oil industry is rather like a giant ATM cash machine, where thousands of pounds sit in the vault, but a £200 daily withdrawal limit means that emptying the vault is a slow process. Such inefficiency shows no sign of diminishing wherever you look in the sector; Russian refineries are so basic and under-invested that they continue to produce inordinate amounts of worthless fuel oil (flooding the market and helping no-one), whilst at the same time, the gas industry flares (ie, wastes) 40bn cubic meters of gas into the atmosphere each year.

## RUSSIAN CRUDE FROM THE URALS WILL SOON BE A CONSTITUENT GRADE OF THE BRENT CRUDE PRICE BENCHMARK

Compounding Russia’s problems is the increasingly truculent behaviour of the EU – Russia’s biggest “customer”. First came anti-competition raids on Russian oil & gas offices throughout Europe and then we had the unprecedented climb-down from Gazprom (Russia’s state gas company) in accepting that European gas prices must be decoupled from (high) oil prices and an agreement that \$5bn would be paid to European customers in price refunds - approximately doubling the refunds of the previous year (\$2.7bn in 2012-13).

But if EU leaders are smelling blood, the should probably get their olfactory senses double-checked, for the Russian Bear has a horrible habit of proving rather resilient. The recent announcement that JP Morgan is to sell its oil business to Russian trading giant Mercuria, only goes to show that where western companies fear to tread, Russian businesses continue to step fearlessly. Furthermore, such is the decline in North Sea oil production that it now seems inevitable that Russian crude from the Urals will soon

be a constituent grade of the Brent Crude price benchmark, adding further power to the Russian market. Most significant of all was the reaching of full capacity last year on the Eastern Siberia Pacific Ocean (ESPO) pipeline, whereby 100% of Russian oil can now be exported via Russia’s Eastern Seaboard (Kozmino, nr Vladivostok) to the USA, China, Japan, South Korea and all of South-East Asia. In fact with export options to the North (via Arctic Sea shipping channels), the East (through ESPO) and the South (the Black Sea), Russian producers now have the ability to bypass Europe and their meddling Brussels bureaucrats all-together. So imagine that folks. Not only are we to have a situation where Russian oil becomes (over time) the main player in the benchmark Brent crude price, but the logistical options available to Russia now mean that oil can flow east rather than west – glutting or starving markets – subject to price and political desire.

That Russia has deep internal economic and political problems cannot be in doubt. Political opposition to the ruling party is no more tolerated now than it was in the days of the Soviet Union. Power and favour is funneled down from the top and cronyism is endemic. The economy is so badly skewed to the oil and gas industry (75% of exports / 30% of GDP) that all other industries are in a perpetual state of decay, with no incentive to reform. But these are problems for the Russian people and are arguably of little interest to the outside world. What does matter to the rest of world and particularly Europe is our continued reliance on Russian energy and the prospect of this reliance becoming more costly over the coming years.

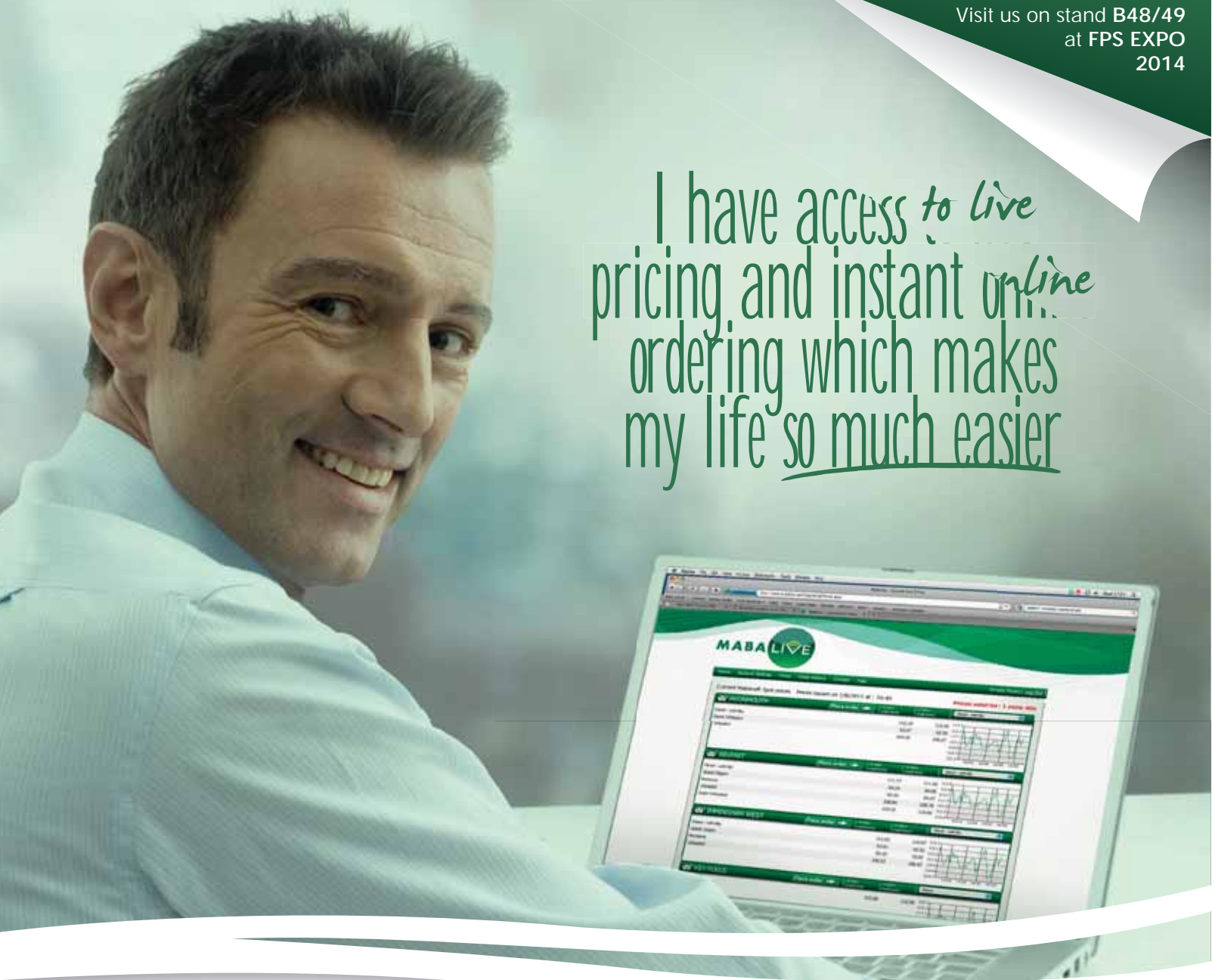


For more pricing  
information, see  
page 26

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# LOOKING AT THE OIL-FIRED FUTURE

THE AGA HAS BEEN THE *WARM BEATING HEART* IN MANY A FUEL OIL DISTRIBUTOR CUSTOMER'S KITCHEN, FUEL OIL NEWS QUIZZED AGA RAYBURN, MARKETING MANAGER, NIGEL MORRISON ABOUT ITS CURRENT AND FUTURE OIL-FIRED MARKET



There will be a place for highly efficient oil-fired appliances in the long term future says AGA Rayburn's Nigel Morrison but they will need to be easily integrated with renewable technologies

Oil boiler sales have risen over the past year, have oil-fired AGA Rayburn appliances such as the Rayburn 600 series seen a similar rise?  
Yes. We've seen a reasonable increase in sales of our oil-fired 600 series cooker over the last 12 months.

Rayburns run on solid fuel, wood, oil, gas and electricity, what percentage now sold are oil-fired?  
At the moment, around 35% of Rayburns sold are oil-fired.

Is there any market in the new build sector for the installation of oil-fired AGA Rayburn appliances?  
Yes, certainly for our A rated condensing models, particularly the room-sealed options.

Do you think the introduction of the Renewable Heat Incentive on the UK mainland will affect AGA Rayburn sales?  
Not really no.

The future of oil lies with combining oil products with alternative technologies, do you still agree with this statement made in 2012?  
Absolutely, we continue to see more and more demand for combining renewable technology with oil heating products in the field.

Is AGA Rayburn actively supporting the OFTEC Oilsave campaign?  
Yes we are.

How does the oil-fired heating range cooker market in Ireland (north and south) compare to the UK mainland?  
The percentage mix is higher on oil in both Northern Ireland and the Republic of Ireland.

What is AGA Rayburn's view as to the likelihood of biokerosene being adopted under the Renewable Heat Incentive (RHI) in Northern Ireland? What implications could this have for oil-fired appliances?  
Still in the hands of politicians, it isn't yet clear to us how likely biokerosene is to be adopted in Northern Ireland, however, it is more likely to succeed compared to the UK mainland. If adopted, there would still be the option to use an oil-fired central heating product.

By how much has the A rated Rayburn 600 series reduced average oil consumption?  
The A rated Rayburn is about 6% more efficient than its non-condensing counterpart (80k BTUs) at 92.2% efficiency.

Is oil consumption in a traditional AGA Rayburn appliance around 40 litres per week?  
A Rayburn 400K is typically around 18 litres per week whilst an AGA oil model will use about 40 litres per week.

Have any oil-fired AGA Rayburn appliances experienced fuel quality issues recently?  
Yes, on vaporising burners, but there are blended fuel options available from most distributors to resolve the issue\*.

What is the recommended timescale for servicing of traditional AGA Rayburn oil-fired appliances?  
We recommend a service every six months.

How do you see the long term future for oil fired appliances?  
There will be a place for oil-fired appliances in the long term, but they will need to be highly efficient and easily integrated with renewable technologies.



35% of Rayburns sold are still oil-fired



\* Those attending last month's Fuel Oil News Distributor Debate in Solihull heard chemist Julia Mansfield from Fuel Additive Science Technologies (FAST) give an informative presentation on some of the issues around kerosene - its supply, quality, house keeping and biokerosene. FAST will be among the exhibitors at next month's FPS Expo (C69) which takes place in Harrogate on 9th and 10th April. Fuel Oil News and Oil Recruitment will be on stand C40.

## TERMINAL OPERATIONS MANAGER SOUTH OF ENGLAND

Our client is looking to recruit a Terminal Operations Manager responsible for the regional delivery of safe, efficient and effective operations and maintenance services to a network of petroleum storage assets over a large geographical area. The network comprises of 16 petroleum storage depots and 2000km of interconnecting pipeline infrastructure.

Reporting to the Asset Operations Manager, the Terminal Operations Manager will be responsible for the management of site based supervisors, operators and maintenance technicians and will ensure that work delivered onsite is performed to the standards and procedures set out by the client. You will ensure that the team observes health, safety and environmental procedures in accordance with company guidelines along with the Health & Safety at Work Act, COMAH, relevant environmental legislation and other statutory regulations. Providing process safety leadership, you will influence and improve behaviours on site and will assess and address training or manpower shortfalls. You will support the development and implementation of contract process safety policies, procedures and management plans and accept SHE responsibilities for sites ensuring that the site teams undertake SHE training and are compliant at all times. The Terminal Operations Manager will also be expected to maintain close liaison with the Maintenance and Projects teams to minimise disruption and reduce the risk of unplanned interventions.

With a minimum of five years experience of managing fuel storage terminals, you will be qualified to HNC or HND level with IOSH Managing Safely in Construction or equivalent. Ideally you will be able to demonstrate experience of management in the oil and gas sector, including pipeline operations and will possess a range of proven technical and safety competencies.

**For a confidential discussion please contact  
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## NEW - online spill shop

Adler and Allan has launched a new spill care website providing vital equipment to help clean up and minimise the impact of on-site spills.

Products for potential incidents range from small to large scale sites including fuel and marine locations.

- Spill kits for oils, fuels, solvents, chemicals, aqueous and organic liquids
- Absorbents to mop up oil/chemical spills
- Storage to contain spills and seal holes
- Drainage to protect and seal drains
- Specific equipment and training for marine spills
- Sockit filtration system to prevent water contamination
- Fuel treatments

The website also offers further information on other services including spill response training and consultancy which helps businesses form an active spill response plan, use appropriate products and ensure correct procedures are in place.

“Businesses are legally obliged to manage polluting materials quickly and efficiently in order to reduce the environmental impact,” explained group marketing manager, Alan Scrafton. “So beyond our own 24-hour spill response service, we felt it important that we support them from the minute an incident occurs.

“The new web shop offers products that not only help firms meet ISO14001 requirements but also ensures they’re better prepared and appropriately equipped in the event of a site spill, regardless of scale. Acting fast is essential - having the correct spill procedure in place is key to reducing damage to the environment, and potentially the reputation of a business.” [www.order.adlerandallan.co.uk](http://www.order.adlerandallan.co.uk)



Having the correct products and procedure in place in the event of a spill is key says Adler & Allan

## IFC assists fuel transfer

IFC Inflow recently built and designed a mobile solution for transferring fuel to ships.

HannOil approached IFC Inflow to help achieve a successful answer to Goil’s transfer of fuel between shore and vessels. A time-consuming and complicated task in Ghana’s demanding marine environment and rough terrain, Goil sought a smoother shore-to-ship fuel transfer. HannOil and Goil



IFC providing a smoother ship to shore fuel transfer for Ghana’s Goil

wanted the new mobile system to incorporate fuel testing in addition to the ability to conduct safe and accurate fuel metering with faster loading.

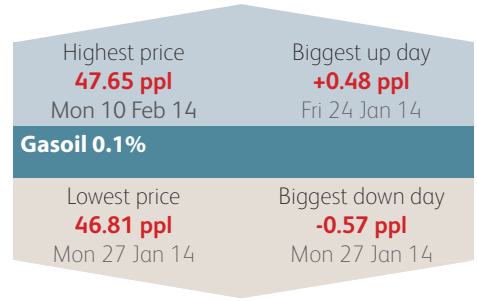
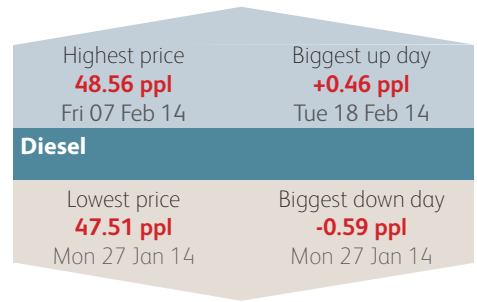
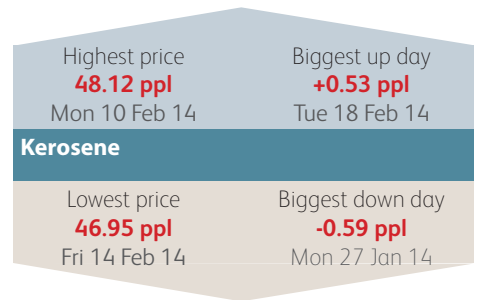
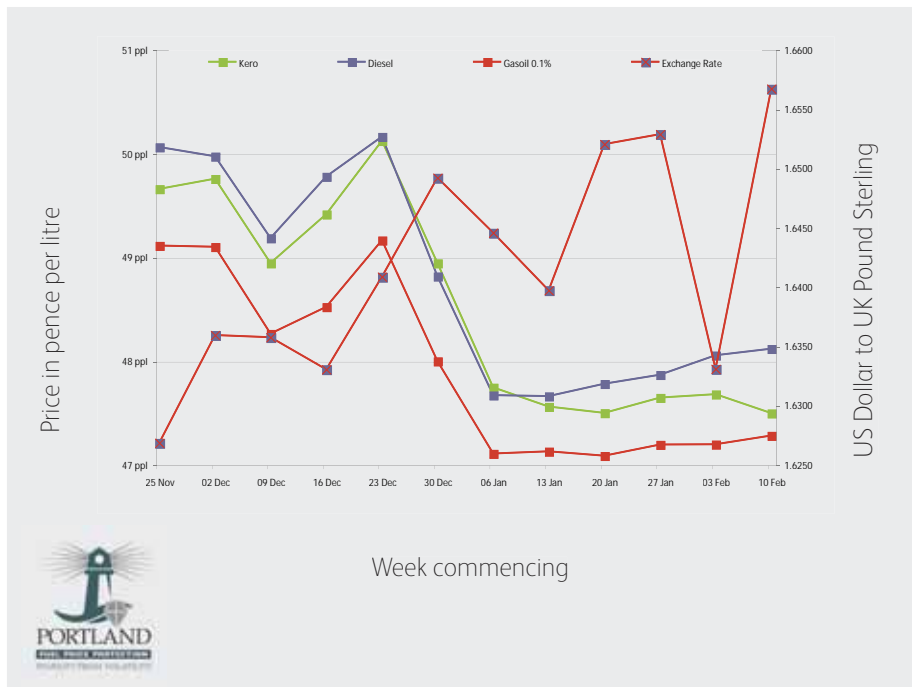
With 25 years’ experience, IFC quickly provided Goil with a pump and metering trailer design which met all expectations, producing two identical shore-to-ship fuel transfer trailers. These were fitted with diesel engine-powered pumps with flow rates of 1500 litres per minute. Bulk flowmeters, fuel sampling was enabled by a 4inch bunker sampling point fitted to each trailer, air elimination and mechanical registers were also incorporated. The new trailers have stainless steel drip trays to catch any leaking fuel. Taking into consideration the harsh marine conditions, all pipework was manufactured in stainless steel.

“IFC has been efficient, professional and have provided excellent service to HannOil and our clients,” said Hanny Mouhtiseb, director of HannOil. [www.inflow.co.uk](http://www.inflow.co.uk)

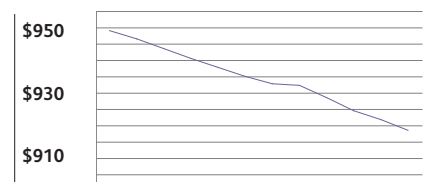
## Wholesale Price Movements: 19th January 2014 – 18th February 2014

	Kerosene	Diesel	Gasoil 0.1%
Average price	47.57	47.97	47.20
Average daily change	0.30	0.28	0.28
Current duty	0.00	57.95	11.14
Total	47.57	105.92	58.34

All prices in pence per litre



Ultra low sulphur gasoil forward price  
in US\$ per tonne



March 2014 – February 2015

## The Fuel Oil News Price Totem

	Trade average buying prices			Average selling prices		
	Kerosene	Gasoil	ULSD	Kerosene	Gasoil	ULSD
Platts	47.41	58.02	106.22			
Scotland	49.35	60.96	107.56	55.70	64.85	110.70
North East	49.70	60.81	107.76	57.32	64.93	111.36
North West	49.29	60.77	107.66	54.93	64.18	110.37
Midlands	48.94	60.85	107.76	55.98	65.23	110.20
South East	49.50	61.20	108.48	58.95	65.15	111.20
South West	49.92	61.58	108.48	54.58	64.07	110.51
Northern Ireland	49.54	61.60	108.80	53.18	65.39	113.00
Republic of Ireland	64.98	73.25	112.50	74.10	77.18	115.49

The price totem figures are compiled from the results of a telephone survey of distributors carried out on 06/02/2014

Buying prices are ex-rack. Selling prices are for 1000 litres of kero, 2500 litres of gas oil and 5000 litres of ULSD (Derv in ROI). Prices in ROI are in €.

The FON Price Totem includes Platts derived market data, supplied courtesy of Platts and BigOil.net. This allows distributors to make a comparison with the average buying prices.





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